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Automotive News

May 24, 1982

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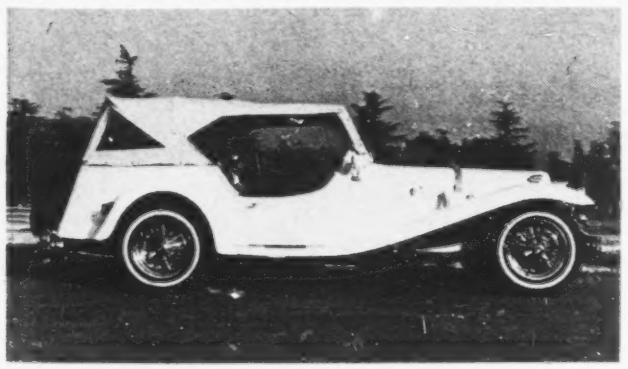
Piper on the way



New Rogue heads for marketplace

Piper Automobile Co. plans to build this front-engine V-8 Piper Rogue, making heavy use of Ford components, at Salina, Kans. Piper Automobile is the creation of William H. Piper, grandson of the founder of Piper Aircraft. The Rogue is priced at "under $30,000" and Piper says distribution will begin this summer.

Import inventory climbs as sales pace slips back

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars in the U. S. climbed during April, partly as a result of an increase in Japanese-built units, but mostly because of a decline in the selling rate.

The importers and their dealers opened May with a 56-day supply of new cars in inventory, up from 49 days a month earlier. The May 1 import supply compared with a 66-day stock of domestic cars.

Importers and their dealers had 368,113 new cars in stock May 1, up from 366,059 a month earlier.

The inventory of new imported pickup trucks totaled 171,097 May 1, a 168-day supply, up sharply from the 158,157-unit stockpile a month earlier, which was a 104-day supply. Again, the increase in supply was due more to lower sales rate than to the unit count increase.

The combined car and truck inventory was 542,710, a 72-day supply, compared with 524,216 April 1, a 58-day supply.

Although the general inventory trend was up, some shortages persisted. Honda, Toyota, Mercedes-Benz, BMW and Subaru were all carrying lean inventories May 1.

Sales leader Toyota had only a 29-day stockpile, although that was an improvement over its meager 21-day supply a month earlier. Shortest supply was the 24-day stock of Mercedes-Benz, followed closely by Honda's 26-day inventory.

BMW was on the lean side with a 37-day supply and Subaru had a 38-day stock.

• The inventory of Japanese-built new cars in the U. S. totaled 259,813, up from 254,368 a month earlier. But the days-supply figure jumped from 42 to 52 days during the month.

Other Japanese nameplates and their days-supply figures were: Mazda, 59 days; Datsun, 86 days, and Isuzu, 131 days. Chrysler Corp. had a 186-day supply of Mitsubishi-built Colts, Champs, Challengers and Sapporos.

The stockpile of West German-built cars totaled 59,600, down from 63,100 a month earlier. The May 1 figure was a 78-day supply, down from 79 days a month earlier.

In addition to the lean stocks of Mercedes-Benz and BMW, German inventory included a 52-day supply of Porsches, a 116-day stock of Audis and a 130-day supply of German-built Volkswagens.

New-car inventories of some other import nameplates showed that the monthly advance was mainly due to the Japanese buildup, as many European stocks were down.

Inventories of other lines included Jaguar, 47 days; Volvo, 54 days; Renault, 58 days; Saab, 78 days; Peugeot, 102 days; Fiat, 107 days, and Alfa Romeo, 114 days.

The over-500-day supply of DeLoreans was somewhat misleading, because a large percentage of the cars have not yet been shipped to dealers and sales have been held down.

Days-supply figures for new imported pickup trucks in stock May 1 were: Mazda, 93; Toyota, 103; Chrysler Corp./Mitsubishi, 110; Isuzu, 189; Datsun, 223; Chevrolet LUV, 226, and Ford Courier, 336.

House expected to follow same path

Senate votes to trash U.C. rule

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Flexing its newly acquired legislative veto muscle, the Senate bombed the proposed FTC Used Car Rule halfway out of the water last week.

With NADA executives watching from the gallery, it voted 69 to 27 to veto the rule that would have required dealers to tell potential used-car buyers what warranties were offered on used cars and whether the dealer knew of any major defects in the vehicles. Such disclosures would have been made by way of a window sticker.

The veto measure now goes to the House of Representatives where it is expected to pass. Should that occur, it will mark the first time Congress has vetoed an FTC rule under powers it gave itself in the FTC Improvement Act. More than 218 members have indicated they intend to support a veto of the rule, reliable sources told Automotive News.

At press time, the House Energy and Commerce Committee had passed the veto measure, and the full House is expected to take it up this week.

The vote must occur in the full House by the end of business this Wednesday or the rule goes into effect. Opponents of the veto, like Rep. Toby Moffett, Connecticut Democrat, allow that parliamentary maneuvering to keep the veto resolution from being voted on is within the realm of possibility, but "it doesn't look very hopeful," he said.

Car and truck dealers, who through the political action committees have given more than $450,000 over the past two years to those in the Senate and House who support their position and more than $800,000 to all office holders and candidates, object to the rule. They say it will force them to inspect every used car and open them to additional liabilities while raising the prices of all used cars.

• Proponents of the rule maintain it does no such thing; that it asks the dealer to tell only what he knows when taking normal delivery of a used car and thereby address a problem Congress specifically told the FTC to get into more than eight years ago; that is, putting the customer on the same footing as the dealer.

"The vote is a disappointment for the commission and a significant setback for the American consumer," said FTC Commissioner Patricia P. Bailey who has been leading the commission's fight in Congress to keep the rule.

"If you can't get through Congress a measure requiring used-car dealers to tell buyers what they know about the cars they sell, then the outlook is exceedingly troubled" for the rest of the FTC's actions, she said.

NADA Executive Vice President Frank McCarthy said the Senate action confirmed what his group has maintained all along: That the FTC exceeded its authority by in effect forcing dealers to inspect used cars.

"Last year, 51 Senators sent the agency a letter telling it so," he said. "It's clear to us the Senate vote is a reaffirmation of that. 'You've gone too far,' the Senate said."

Chief sponsor of the veto resolution, Senator Larry Pressler, South Dakota Republican, said it was a victory for consumers because the rule was so complicated as to be incomprehensible.

"It would have created a lawyer's paradise" because no one can understand the 50-page regulatory document that accompanies the rule and sets out its requirements and limitations, he said.

"It can't be understood by dealers, let alone consumers," he said.

Senator Robert Kasten, Wisconsin Republican and leader of

Continued from Page 66, Col. 1

breaking news

Chevrolet to market Isuzu small car

DETROIT. — General Motors and Isuzu have reached agreement under which Isuzu will supply 300,000 small cars a year to be marketed by Chevrolet under its own nameplate. The car will be smaller than a Chevette.

AMC cuts Le Car prices, adds incentives

SOUTHFIELD, Mich.—AMC lowered the sticker price of base three-door Le Cars by $200 to $4,795; of three-door Deluxe models by $300 to $4,995, and five-door Deluxe models by $300 to $5,295 for '82 models delivered between May

See BREAKING NEWS, Page 8, Col. 1

But majority are expected to sign up for program

Chrysler dealers unenthused by buildout plan

By Joseph Bohn
Marketing Editor

Chrysler dealers aren't exactly overwhelmed by the payoff numbers in the company's current buildout program, but the majority are expected to sign up for it.

The close-out is offered in lieu of a 5 percent carryover allowance. Dealers have until May 25 to make up their minds whether to get in.

The program drew opposition from some dealers because payoff levels didn't match what a 5 percent carryover allowance would have been worth.

Also, there was objection to having to order more units which, it was felt, would eat up incentive money in additional floorplan costs.

Even at the highest level, where a dealer orders 120 percent of his wholesale quota, it was pointed out, the payoff would only average $225 per unit for someone with a 100-unit retail objective.

(The figures work out to zero for the first 25 percent of objective; $200 a unit on the next 25, or $5,000; $300 on third 25 or $7,500 and $400 per unit on the last 25 or $10,000. The total $22,500, for example, would average $225 over 100 units.)

And, of course, payoff levels for dealers ordering only 80 percent or 100 percent of required wholesale fall below even that $225 average.

Reactions from dealers varied widely.

One Detroit-area Chrysler-Plymouth ad association member said his group "liked the numbers, so I guess they'll go for it."

Elsewhere, a Dodge dealer described it as "nothing overly exceptional, exciting. Not as good as last year's" (when Chrysler paid 3 percent on Omni/Horizon regular models and 5 percent on other cars and trucks).

Some Eastern and Southern dealers expressed outright hostility.

Chrysler lowered retail sales quotas for dealers last week, a move interpreted by some as intended to mollify ruffled dealers.

Officially, Chrysler said it had

Continued from Page 66, Col. 4

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A new Corvette, 4 trucks coming

Chevy to repackage, prune lineup for '83

By Jim Plegue
Staff Writer

Chevrolet will prune some models from its lineup and repackage a few others in an attempt to make its 1983 products more palatable to car buyers.

In addition, the Chevrolet lineup will have several new models for '83—four new trucks and the much-ballyhood redesigned '83 Corvette (which may debut this winter).

The new truck models are a four-wheel-drive S-10, an Extended Cab S-10, and two new S-10-based "junior" Blazers. The Extended Cab model will be available in two-wheel and four-wheel-drive versions with rear-quarter windows, two trim levels and optional rear jump seats.

The mini Blazers will be offered in two models--a two-wheel-drive and a four-wheel-drive version. Blazer will be built on a 100.5-inch wheelbase and will have two uplevel trim levels.

• Standard Blazer and S-10 engine for 1983 will be Chevy's new 2.0-liter four-cylinder J-car engine (with electronic fuel injection). An optional five-speed transmission will be offered on all 1983 S-10 and Blazer models, while an automatic overdrive will be available on selected models.

The current fullsize Blazer model will continue for 1983, available only with diesel engine and four-speed transmission.

Models being culled from the Chevy line for 1983 are the Caprice Coupe (there will be no two-door fullsize Chevy next year), the Impala wagons, the Malibu four-door (just a wagon will be offered in that series) and the price-leader Cavalier Cadet models.

Discontinuing the Cadet models is part of Chevy's major overhaul of its Cavalier series, which has never met sales expectations. The Cadet models were introduced early this year as a means of fighting price resistance to the J-car models.

For 1983, Cavalier will be offered in two trim levels—base and Cavalier CS. Coupe, sedan and wagon models are offered in both levels, but the two-door hatchback is available only in CS trim.

• In packaging terms, base Cavalier models for 1983 will be a step above Cadet but a notch below the current base Cavalier. Cavalier CS versions will be a step above the current base Cavalier but below the current Cavalier CL series, which will be discontinued.

Much of the equipment which was standard on base Cavalier will be optional in '83. These items include remote trunk/hatch/tailgate release, rear-window defogger and wheel trim rings. The locking fuel-filler door has been dropped entirely from the line.

Although the CL series will be dropped, an optional CL Equipment package will be available on Cavalier CS models.

At introduction time in the spring of 1981, Cavalier had much more standard equipment than domestic makers traditionally install on their cars. Consequently, it had a higher price tag. The moves for 1983 may allow Chevrolet to price the Cavalier competitively.

Cavalier standard engine for 1983 will be the Chevy 2.0-liter with electronic fuel injection. A five-speed manual transmission will be optional on all 1983 models.

In other powertrain changes, Chevrolet will drop the 4.4-liter V-8 engine option from its Chevrolet, Monte Carlo and Malibu/El Camino lines next year.

A 5.0-liter V-8 engine will be a new option in 1983 Monte Carlo. El Camino gets the Oldsmobile-built 5.7-liter V-8 diesel engine as a new option next year.

On its Citation model, Chevrolet will drop the X-11 Sport Equipment Package but will make a "Sport Decor" option available on the two-door hatchback model and will expand the high-output 2.8-liter V-6 availability to all models.

The new front-drive Celebrity will also be repackaged for 1983. The current CL trim level will be dropped while the CS trim will receive some upgrading and become the new CL trim. Several new stereos will also be added to the option list.

Most of the carryover 1983 Chevrolet models will receive little in the way of exterior changes, other than some new paint schemes. Monte Carlo will have a new grille next year, while Chevette will have color-keyed bumpers and a black finish on exterior trim pieces. Scooter versions of the Chevette will have upgraded interior/exterior trim levels.

Seville becomes limousine

When is a Seville not a Seville? When American Custom Coachworks, Beverly Hills, Calif., stretches it four feet, raises the roof two inches and adds hot and cold running water, color TV, electronic bar, dual window dividers and other luxuries. The stretched Sevilles retail for about $65,000.

New contract gives AMC product boost

By Marjorie Sorge
Labor Editor

The new UAW-American Motors contract has been ratified, giving AMC a boost in its new-product program.

In a second try by Local 12 officials and international UAW officials, the Jeep plant in Toledo last week voted by about 70 percent to approve the new agreement. It voted down the pact earlier this month because of local problems.

All AMC U. S. locals had to approve the new contract before it could go into effect and Local 12's "no" was able to torpedo the agreement. Locals 72 and 75 in Milwaukee and Kenosha approved the pact earlier this month on the first vote.

The new contract provides an employe investment plan from hourly workers worth between $110 million and $115 million. Salaried workers will also have a similar investment program for a total employe investment of $150 million to be used for AMC's new-product programs.

Richard T. MacCracken, AMC labor relations vice president, said the ratification "gives us a better opportunity to keep on schedule (for new products)." He said any slowdown in that schedule would not be due to a lack of resources.

AMC is planning to call back 1,200 workers at the Kenosha plant this fall when the new Alliance goes into production, MacCracken said. Others may be called back at Toledo when the new downsized Jeep XJ goes into production in early 1983.

• According to MacCracken, the Toledo workers were upset about certain local problems that were not solved during the international contract talks. Those included absenteeism problems and the summer downtime vacation schedule. This year, AMC plans to close the Toledo plant the weeks of June 7 and 14 for changeover. The normal time is in early July which the workers prefer.

MacCracken said AMC has told the Toledo workers it will take the vacation and the absenteeism program under consideration. The absenteeism program allows workers who are absent to be disciplined under a specific formula.

The new contract, which covers the 14,000 workers at AMC, also provides: A prepaid legal services program, equality of sacrifice by the salaried workers, a reopener, extended health care and insurance protection for laid-off workers, and a commitment from AMC to support auto content legislation.

It also provides that all money invested by the workers be repaid at 10 percent interest beginning in 1985. Those workers will invest six quarterly cost-of-living-increases, up to a maximum of $1.20 an hour; their yearly 3 percent increase in base wages and, either 21 or 28 days' pay, depending on the local.

Contract negotiations between the UAW and AMC have been going on for about seven months. It was the first time all three AMC locals had bargained together. Previously, Toledo and the two Wisconsin locals bargained separately.

Lawsuit charges engine is defective and a safety hazard

Class action filed against GM for Cadillac V-8-6-4

By Marjorie Sorge

A class-action lawsuit has been filed in Baltimore Superior Court against General Motors charging that the Cadillac V-8-6-4 engine is defective and a safety hazard.

The suit, filed by Stuart M. Salesbury and Max R. Israelson, of Israelson & Jackson, asks for a jury trial. It charges GM with strict liability, negligence, breach of warranty, violation of the Magnuson-Moss Warranty Act, misrepresentation and negligent misrepresentation.

It was filed on behalf of Bernard A. Band, Potomac, Md., and Kensington Veterinary Hospital, Kensington.

Salesbury said there are about 2,500 V-8-6-4 owners in Maryland.

According to the suit, the V-8-6-4-powered cars have a nozzle sticking problem which causes the engine to stall during normal operation, cutting out the power steering and brakes.

It further charges that the engine lags, surges, is imbalanced and shifts constantly between the 8-6-4 modes and has a variation in the power output. In addition, the suit says there is a vibration throughout the vehicle and there is spark plug knock.

It further charges that GM either "knew or should have known of the defects and failed to correct them, failed to warn . . . about them and failed to recall said vehicles which were and are unsafe and dangerous."

The suit asks for $100 million in compensatory damages, $100 million in punitive damages and for costs and expenses of the suit.

• There are seven other class-action lawsuits which make similar charges in New Jersey, Illinois, Texas, Ohio, Pennsylvania, New York and California. There is also a product liability case, filed in U. S. District Court in Dallas, which charges GM is liable for a death which allegedly occurred when a V-8-6-4-powered car surged forward.

In addition, a group of more than 50 Cadillac and GM diesel car owners have written a letter to GM Chairman Roger Smith and President F. James McDonald demanding a meeting by June 1, according to UPI.

The letter charges that GM sold the owners "lemon automobiles for thousands of dollars . . . automobiles that hesitate constantly and stall repeatedly."

It says that if the meeting is not held, the signers will join in a nationwide boycott of GM cars.

The letter was written by Russell Mokhiber, a former associate of Ralph Nader, on behalf of the GM car owners. While GM spokesmen said the company has not yet received the letter, Mokhiber said it was mailed on May 14.

He said he wrote letters to many Cadillac V-8-6-4 owners who wanted action taken. Some of those owners want to start an advertising campaign against GM, he said.

According to Gary Hunter, whose name is listed in the letter, Mokhiber's original correspondence asked for a $50 contribution to defray costs of advertising. He said he did not contribute any money and was "surprised" his name had been included in the letter to the GM executives.

Mokhiber said he has done some research on an advertising campaign but none has yet been started.

The V-8-6-4 was introduced by Cadillac in 1981 as a fuel saving device. It runs on either eight, six or four cylinders depending on the power needed. It was replaced in 1982 by a new V-8. Only the Cadillac limousines continue to have the V-8-6-4 as standard equipment.

A Cadillac spokesman said GM has no comment on the lawsuit because of the pending litigation. But, he said, GM has increased its warranty of the V-8-6-4 and fully backs the engine.

He also had no comment on the letter.

Corvair concours

A two-day Corvair convention in Phoenix attracted about 30 restored cars for a concours and race. The event was sponsored by the Cactus Corvair Club of Arizona.

index

Advertising news	62
Auction reports	54
Classified advertising	56
Editorial page	10
Production by makes	68
Registrations, car, truck	14, 42
Truck highlights	14

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truck watch

By Jack Walsh
Truck Editor

Pat Kaine, International Harvester Truck Group president, says company forecasts indicate that a unique opportunity has developed wherein the high end of Class 2 to Class 4 trucks will be the emerging market in the 1980s.

It was in anticipation of the expanding market for Class 3 and 4 trucks especially that International announced the new "I-Series" last January, he told the Private Truck Council of America recent annual meeting in Chicago.

These trucks, manufactured in Italy by IVECO B.V., the Fiat commercial-vehicle subsidiary, are being offered through selected IH dealers in the U. S. and Canada.

A five-cylinder Deutz air-cooled diesel and a six-cylinder Fiat water-cooled diesel, both warranted for 100,000 miles, are offered in the three I-Series models ranging from 9,995 to 14,880 pounds GVW.

The demise of the gas engine in Class 6 trucks is near and consumers will be seeking an economical alternative, Kaine said.

"The many and varied pickup and delivery operations and the cost of capital have made it common to find consumers using vehicles which only partially meet their needs of operation," he said.

"Thus, either a 'beefed-up' automotive product has been modified to suit their requirements, or a 'scaled-down' medium truck has been inefficiently used."

Kaine said deregulation of trucking will have an effect on the Classes 3 and 4 market, which he said has been neglected over the years by U. S. truck manufacturers.

"If a company that used to have common carriers move its goods decides to do its own hauling," he observed, "it is probably not going to need a Class 6 or 7 truck; but it will likely need a Class 3, 4 or 5 vehicle."

Kaine noted that the I-Series models, each a low-front-entry unit with either a chassis/cab or cab cutaway configuration, are ideal for a vast number of applications.

New type of cartainer

Sea-Land Industries engineers developed this cartainer to boost efficiency on the ocean run from the West Coast to Alaska. The new type can be placed directly from a ship onto a truck-trailer chassis. High-strength steel and fiberglass components will reduce corrosion damage and en-route harm to vehicles.

Car shipper redone to curb costs, damages

By Roger Rowand

SEATTLE. — Sea-Land Industries said it has found a way to ship vehicles to Alaska from the U. S. West Coast with a system that saves time, money and space and leads to a reduction in en-route damage.

The technique involves a modification of a long-standing method using what are called cartainers. Until a recent purchase of 121 new units, cartainers have been made of aluminum and steel.

New units are made of high-strength steel and fiberglass-reinforced plastic.

They can be plucked directly off the ship and placed with a full load directly on truck-trailer chassis for delivery to dealerships.

Each cartainer can hold four cars, pickups or vans. They meet international standards, are designed to last about 20 years and can be stretched by five feet to carry six vehicles, Sea-Land said.

The old type of cartainer suffered from galvanic corrosion where its aluminum components touched steel. Also, steel corroded quickly under Alaska-route conditions that include ocean-weather extremes.

Use of high-strength steel and plastic is expected to solve those problems, the firm said.

The new cartainers are made in Hong Kong.

Due to the previous unit's height, it could be used only for transporting cars from port to port, and could not be used on highways. Its awkward size also limited the areas where the unit could be stowed on a vessel.

By hinging end frames, Sea-Land engineers have been able to reduce the height of the container when empty or half full by some four feet.

This allows the new cartainer to be stowed either on or below deck. The new units, on the return voyage from Anchorage—empty or half-full — only displace one container slot, not two as the older equipment does.

Ford takes over lead from IH in HD registrations

Ford moved ahead of International in March to take over the lead in heavy-truck registrations at the end of the first quarter.

During the month, according to R. L. Polk & Co. statistics, 2,703 new Groups 7 and 8 Ford trucks were registered in the U. S., bringing the three-month total to 6,864 units.

International tallies in March totaled 2,511, with the January-March count rising to 6,733 units, 131 shy of the Ford figure.

International, however, remains No. 1 in Group 8 registrations with 3,901, almost 750 units more than runnerup Mack's 3,157 during the first three months of the year.

Ford is No. 1 in Group 7 tallies by a wide margin, winding up the first quarter with 4,895 units. Second-place GMC had 3,105 registrations, 1,790 fewer than Ford.

Total heavy-truck registrations in the January-March period were down 15.1 percent from the 1981 total, 30,416 versus 35,845. Groups 7 and 8 tallies also were off significantly from the year-earlier count.

Group 8 tallies through March were down 12.7 percent, from 20,046 a year ago to 17,506. There were 12,910 Group 7

Continued on Page 20, Col. 2

Storage unit for compacts

The "Cap Man," a new truck cap and storage unit designed especially for compact pickups, has been introduced by Stahl, a unit of Scott Fetzer Co. Gullwing lids and customized compartmentation make Cap Man especially useful for utility firms, security systems, contractors, installers and foremen, the Wooster (O.) firm says.

truck industry news

Light trucks pace registration gains in first 3 months

Light trucks were the only winners as first-quarter registrations of new trucks of all types in the U. S. topped the year-earlier total for the first time since 1979, the year of the Iranian revolution, gasoline shortages and soaring prices.

The three-month total, according to R. L. Polk & Co. statistics, was 534,188 units, an in-

Table on Page 20

crease of 6.7 percent over last year's 500,730. There were gains in all three light-truck classifications.

In March, 207,514 vehicles were registered, an increase of 17.9 percent over the year-ago 176,027 units. It was the highest count for any month since July, 1980, when 222,249 trucks were tallied, and only the second month since that time that the total has topped the 200,000 mark.

Through March, 494,863 light trucks were registered, up 9.5 percent over the 452,061 units tallied in the same period in 1981. Medium trucks were down 30.5 percent, from 12,824 units a year ago to 8,909, and heavy trucks were off 15.1 percent to 30,416 units, compared with 35,845 in 1981.

The domestic compact pickup trucks, the hottest units on the market today, were mainly responsible for an increase of 11.8 percent in registrations of Group 1 vehicles.

The Group 1 total for the first quarter was 276,623 units, compared with 247,400 in 1981.

Registrations of the non-captive Japanese-built compact pickups in Group 1 were 7.4 percent higher than a year ago, 69,518 versus 64,757.

In Group 2, there were 214,108 tallies, a gain of 6.3 percent over the year-earlier 201,430 units. The non-captive Group 2 imports were up 79.6 percent, from 766 units in 1981 to 1,376.

Three-month Group 3 registrations totaled 4,132 units, an increase of 27.9 percent over last year's 3,231.

There were four Group 4 registrations in the first three months, two in January, two in February and none in March. Last year, there were three, two in January and one in March.

The Group 5 count through March was down 34.4 percent, from 349 units in 1981 to 229. The 8,676 Group 6 tallies fell 32.3 percent below the 12,472 units registered in the same period a year ago.

In Group 7, there were 15,799 tallies through March, a decline of 18.3 percent from the year-earlier 12,910 units. The Group 8 count was down 12.7, from 20,046 units in 1981 to 17,506.

Increases in penetration and unit registrations were scored

Continued on Page 16, Col. 5

U. S. TRUCK REGISTRATIONS

THREE MONTHS, 1982 VS. 1981★

	3 mos., 1982	Percent Share of '82 market	3 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Ford	6,864	22.57	7,850	21.90	+ 0.67
International	6,733	22.14	9,306	25.96	− 3.82
GMC	5,136	16.88	4,648	12.97	+ 3.91
Mack	3,312	10.89	4,010	11.19	− 0.30
Kenworth	1,766	5.81	2,297	6.41	− 0.60
Freightliner	1,798	5.91	1,837	5.12	+ 0.79
Chevrolet	1,766	5.81	2,387	6.66	− 0.85
Peterbilt	1,410	4.63	1,335	3.72	+ 0.91
White	513	1.69	787	2.20	− 0.51
Western Star	211	0.69	191	0.53	+ 0.16
Mercedes-Benz	206	0.68	223	0.62	+ 0.06
Autocar	166	0.54	300	0.84	− 0.30
Volvo	90	0.30	259	0.72	− 0.42
Misc.	445	1.46	415	1.16	+ 0.30
TOTALS	30,416	100.00	35,845	100.00	

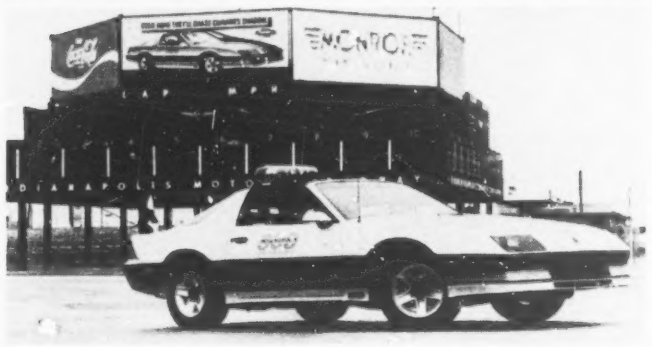
★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1982 and 1981; Florida, March, 1982; District of Columbia, March, 1981.

U. S. HEAVY DUTY REGISTRATIONS

THREE MONTHS, 1982 VS. 1981★

	3 mos., 1982	Percent Share of '82 market	3 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Chevrolet	182,559	34.17	154,749	30.90	+ 3.27
Ford	147,047	27.53	162,530	32.46	− 4.93
Dodge	50,280	9.41	38,233	7.63	+ 1.78
GMC	46,636	8.73	36,164	7.22	+ 1.51
Jeep	12,780	2.39	11,486	2.29	+ 0.10
International	10,073	1.89	14,891	2.97	− 1.08
Mack	3,868	0.72	4,251	0.85	− 0.13
Plymouth*	2,909	0.54	4,500	0.90	− 3.36
Freightliner	1,798	0.34	1,837	0.37	− 0.03
Kenworth	1,766	0.33	2,297	0.46	− 0.13
Peterbilt	1,410	0.26	1,335	0.27	− 0.01
Mercedes-Benz	737	0.14	888	0.17	− 0.03
White	513	0.10	787	0.16	− 0.06
Western Star	211	0.04	191	0.04	
Volvo	90	0.02	268	0.05	− 0.03
Autocar	166	0.03	300	0.06	− 0.03
Misc.**	71,345	13.36	66,033	13.20	+ 0.16
TOTALS	534,188	100.00	500,730	100.00	

★—No registrations for Oklahoma, 1982 and 1981; Florida, March, 1982; District of Columbia, March, 1981.



Chasing Camaro at Indy

Trackside billboard at the Indianapolis Motor Speedway proclaims "Even here they'll chase Camaro's shadow," emphasizing Chevrolet's marketing theme. A Camaro Z28 will pace this year's Indy 500 on Memorial Day. Driving the pace car will be Jim Rathmann, the 1960 Indy 500 winner. Rathmann is a Chevrolet dealer in Florida.

Chevy to sell 6,000 replicas of Camaro Indy pace car

DETROIT. — Chevrolet dealers and 6,000 of their customers will be able to share in the glamour that surrounds the Indianapolis 500-Mile Race.

A Camaro Z-28 will pace this year's Indy 500 on Memorial Day, and Chevrolet has produced 6,000 "Commemorative Edition" Z-28 models for sale through dealers.

The cars have silver and blue exteriors, Indy 500 accents and logos, sport mirrors and red-accented silver aluminum wheels with white-lettered Goodyear Eagle GT tires.

Inside, there is special instrumentation, AM/FM stereo, a leather-wrapped steering wheel, deluxe luggage compartment trim and a blue cloth and silver vinyl interior that features Camaro's adjustable LS Conteur driver's seat.

There's tremendous prestige attached to supplying the Indy 500 pace car, and Chevrolet is playing it to the hilt — as does every maker whose car is chosen to pace the event.

Chevrolet is supplying 160 vehicles. Blue and silver Camaros — the pace car's colors — are being driven by officials of the Indianapolis Motor Speedway and the 500 Festival.

The fleet also includes 36 Celebrity models, 12 S-10 pickup trucks, 12 Sportvans, 24 ¾-ton and one-ton pickups and Suburbans and 25 chassis-cab wreckers.

The Celebritys and Sportvans are silver with blue graphics. The trucks are predominantly red and white, and the chassis-cab wreckers are all white.

After the race, many of the Indy 500 trucks will go to the Michigan International Speedway, Cambridge Junction, Mich., where they will be used throughout the summer.

This is the sixth time a Chevrolet has paced the Indy 500, and the third time for Camaro.

The first Chevrolet pace car was a 1948 Fleetmaster convertible, and the next was a 1955 Bel Air convertible.

Camaro was introduced in 1967, and it was the pace car in its maiden year and again in 1969. Corvette was chosen in 1978.

Under the hood, the pace car is not exactly what Camaro fanciers will find at their local Chevrolet dealerships. The engine is a high-compression aluminum V-8 built mostly from heavy-duty Chevrolet components.

It's a 350-cubic-inch (5.7-liter) unit rated at 250 horsepower. The cylinder block is cast aluminum heavy-duty 356 alloy with cast-iron liners and 4-bolt main bearing caps. Cylinder heads are aluminum heavy-duty with 2.02-inch inlet valves and 1.62-inch exhaust valves.

Vince Piggins, Chevrolet product performance manager, calls it "a cross between the full-race stock-block Chevy engine found in some Indianapolis racing machines and the stock 5.0-liter engine available in the 1982 Z-28."

Speed, and lots of it, is vital in a pace car because it must get out of the way as the field accelerates toward the starting line. Chevrolet said it's "like a drag race . . . starting at 100 miles per hour."

Driving the Camaro pace car will be Jim Rathmann, the 1960 Indy 500 winner. Rathmann is a Chevrolet dealer in Florida.

The pace car was built at the General Motors Assembly Division plant in Van Nuys, Calif., in November and shipped to the Chevrolet Engineering Center in Warren, Mich., for preparation. It was delivered to Indy 500 officials March 15. A second pace car was built in January as a backup unit.

Ford takes over lead from IH in HD registrations

Continued from Page 14

registrations, a decline of 18.3 percent from last year's 15,799 units.

In March, 10,818 Groups 7 and 8 trucks were registered in the U. S., down 11.3 percent from last year's 12,197.

In the first quarter, only three nameplates — GMC, Peterbilt and Western Star — and the miscellaneous group had an increase over a year ago in unit registrations.

GMC had the biggest increase in penetration in the first quarter, boosting its share of total industry registration almost four percentage points over last year.

GMC's 5,136 registrations through March accounted for 16.88 percent of the total, a gain of 3.91 points over the previous year's 12.97 percent on 4,648 tallies.

International suffered the biggest loss in penetration. Through March, its 6,733 registrations accounted for 22.13 percent of the total, down 3.82 points from the year-ago 25.96 percent on 9,306 units.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

THREE MONTHS, 1982 VS. 1981★

		Group 1 6,000 pounds and less	Group 2 6,000-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**62**	**62**
	March, '81	.....	.....	.....	.....	.....	.....	.....	97	97
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**166**	**166**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	300	300
BROCKWAY	**March, '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**March, '82**	**40,491**	**28,628**	**1,603**	.....	**33**	**336**	**617**	**46**	**71,754**
	March, '81	28,543	20,531	1,064	.....	45	713	645	86	51,627
	Year to Date '82	**100,694**	**75,191**	**3,753**	.....	**106**	**1,049**	**1,616**	**150**	**182,559**
	Year to Date '81	81,920	64,900	3,112	.....	202	2,228	2,134	264	154,749
(Memo Units) #	**March, '82**	**25,067**	**8,647**	.....	.....	.....	.....	.....	.....	**33,714**
	March, '81	12,003	6,151	.....	.....	.....	.....	.....	.....	18,154
	Year to Date '82	**59,476**	**22,577**	.....	.....	.....	.....	.....	.....	**82,053**
	Year to Date '81	32,412	17,868	.....	.....	.....	.....	.....	.....	50,280
DODGE	**March, '82**	**13,761**	**5,835**	**6**	.....	.....	.....	.....	.....	**19,602**
	March, '81	8,439	5,644	27	.....	.....	.....	.....	.....	14,110
	Year to Date '82	**33,990**	**16,273**	**17**	.....	.....	.....	.....	.....	**50,280**
	Year to Date '81	22,785	15,323	114	1	.....	.....	.....	.....	38,223
(Memo Units) #	**March, '82**	**9,571**	**3,954**	.....	.....	.....	.....	.....	.....	**13,525**
	March, '81	5,446	3,114	2	.....	.....	.....	.....	.....	8,562
	Year to Date '82	**22,115**	**10,928**	.....	.....	.....	.....	.....	.....	**33,043**
	Year to Date '81	14,458	8,568	12	.....	.....	.....	.....	.....	23,038
FORD	**March, '82**	**18,903**	**36,990**	.....	.....	.....	**800**	**1,982**	**721**	**59,396**
	March, '81	19,811	33,588	.....	.....	.....	948	1,990	631	56,968
	Year to Date '82	**44,625**	**93,210**	.....	.....	.....	**2,348**	**4,895**	**1,969**	**147,047**
	Year to Date '81	54,739	96,758	.....	.....	.....	3,183	5,894	1,956	162,530
(Memo Units) #	**March, '82**	**8,207**	**12,164**	.....	.....	.....	.....	.....	.....	**20,371**
	March, '81	8,256	10,459	.....	.....	.....	.....	.....	.....	18,715
	Year to Date '82	**18,348**	**31,680**	.....	.....	.....	.....	.....	.....	**50,028**
	Year to Date '81	21,710	29,612	.....	.....	.....	.....	.....	.....	51,322
FREIGHTLINER	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**579**	**579**
	March, '81	.....	.....	.....	.....	.....	.....	.....	717	717
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,798**	**1,798**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,837	1,837
GMC	**March, '82**	**7,984**	**8,552**	**112**	.....	**50**	**251**	**857**	**781**	**18,587**
	March, '81	4,578	5,826	4	.....	70	498	864	706	12,546
	Year to Date '82	**19,171**	**20,994**	**362**	.....	**121**	**852**	**3,105**	**2,031**	**46,636**
	Year to Date '81	13,349	16,529	4	.....	143	1,491	2,455	2,193	36,164
(Memo Units) #	**March, '82**	**4,100**	**2,368**	.....	.....	.....	.....	.....	.....	**6,468**
	March, '81	717	1,502	.....	.....	.....	.....	.....	.....	2,219
	Year to Date '82	**9,136**	**5,631**	.....	.....	.....	.....	.....	.....	**14,767**
	Year to Date '81	2,001	3,881	.....	.....	.....	.....	.....	.....	5,882
INTERNATIONAL	**March, '82**	.....	.....	.....	.....	.....	**1,416**	**966**	**1,545**	**3,927**
	March, '81	.....	238	.....	.....	.....	1,193	1,706	1,456	4,593
	Year to Date '82	.....	.....	.....	.....	.....	**3,340**	**2,...**	**3,901**	**10,073**
	Year to Date '81	.....	1,018	.....	.....	.....	4,567	4,824	4,482	14,891
(Memo Units) #	**March, '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**March, '82**	**2,246**	**1,844**	.....	.....	.....	.....	.....	.....	**3,663**
	March, '81	2,204	1,404	.....	.....	.....	.....	.....	.....	3,229
	Year to Date '82	**6,720**	**6,060**	.....	.....	.....	.....	.....	.....	**11,259**
	Year to Date '81	6,408	5,078	.....	.....	.....	.....	.....	.....	10,173
(Memo Units) #	**March, '82**	**2,246**	**1,417**	.....	.....	.....	.....	.....	.....	**4,090**
	March, '81	2,204	1,025	.....	.....	.....	.....	.....	.....	3,608
	Year to Date '82	**6,720**	**4,539**	.....	.....	.....	.....	.....	.....	**12,780**
	Year to Date '81	6,408	3,765	.....	.....	.....	.....	.....	.....	11,486
KENWORTH	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**546**	**546**
	March, '81	.....	.....	.....	.....	.....	.....	.....	780	780
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,766**	**1,756**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	2,297	2,297
MACK	**March, '82**	.....	.....	.....	.....	.....	**183**	**53**	**1,055**	**1,291**
	March, '81	.....	.....	.....	.....	.....	92	8	1,403	1,503
	Year to Date '82	.....	.....	.....	.....	.....	**556**	**155**	**3,157**	**3,868**
	Year to Date '81	.....	.....	.....	.....	.....	241	18	3,992	4,251
MERCEDES-BENZ	**March, '82**	.....	.....	.....	.....	.....	**173**	**78**	.....	**251**
	March, '81	.....	.....	.....	.....	.....	.....	.....	.....	286
	Year to Date '82	.....	.....	.....	.....	.....	**531**	**206**	.....	**737**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	888
PETERBILT	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**388**	**388**
	March, '81	.....	.....	.....	.....	.....	.....	.....	510	510
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,410**	**1,410**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,355	1,335
PLYMOUTH	**March, '82**	**634**	**351**	.....	.....	.....	.....	.....	.....	**985**
	March, '81	1,235	363	.....	.....	.....	.....	.....	.....	1,598
	Year to Date '82	**1,905**	**1,004**	.....	.....	.....	.....	.....	.....	**2,909**
	Year to Date '81	3,442	1,058	.....	.....	.....	.....	.....	.....	4,500
VOLVO	**March, '82**	.....	.....	.....	.....	.....	.....	**28**	**3**	**31**
	March, '81	.....	.....	.....	.....	.....	8	59	35	102
	Year to Date '82	.....	.....	.....	.....	.....	.....	**64**	**26**	**90**
	Year to Date '81	.....	.....	.....	.....	1	8	154	105	268
WESTERN STAR	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**87**	**87**
	March, '81	.....	.....	.....	.....	.....	.....	.....	79	79
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**211**	**211**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	191	191
WHITE	**March, '82**	.....	.....	.....	.....	.....	.....	.....	**193**	**193**
	March, '81	.....	.....	.....	.....	.....	.....	.....	217	217
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**513**	**513**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	787	787
MISCELLANEOUS*	**March, '82**	**25,014**	**499**	.....	.....	**1**	.....	**9**	**122**	**25,645**
	March, '81	26,101	407	1	1	.....	254	105	87	26,956
	Year to Date '82	**69,518**	**1,376**	.....	**4**	**2**	.....	**37**	**408**	**71,345**
	Year to Date '81	64,757	766	1	2	3	754	331	272	66,886
TOTALS	**March, '82**	**109,033**	**82,699**	**1,721**	.....	**84**	**3,159**	**4,590**	**6,228**	**207,514**
	March, '81	90,911	68,001	1,096	1	115	3,706	5,377	6,820	176,027
	Year to Date '82	**276,623**	**214,108**	**4,132**	**4**	**229**	**8,676**	**12,910**	**17,506**	**534,188**
	Year to Date '81	247,400	201,430	3,231	3	349	12,472	15,799	20,046	500,730

★—No Oklahoma registrations 1982 and 1981; Florida, March, 1982; District of Columbia, March, 1981.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, Sportvan, El Camino, Blazer, LUV and S-10; Dodge, vans, Ram Wagon, Ramcharger, Ram 50 and Rampage; Ford, Econoline vans, Club Wagon, Bronco, Courier and Ranger; GMC, vans, Jimmy, Caballero and S-15; Jeep, CJs, Cherokee, Wagoneer and Scrambler. *—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, IVECO/Magirus, Diamond Reo, Hendrickson, etc.

—Compiled from R. L. Polk & Co. data.

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IMPORT REGISTRATION SHARES IN U. S.

	FEBRUARY					TWO MONTHS				
	Regis., Feb., 1982	Percent Share of Market	Regis., Feb., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81	Regis., 2 mos., 1982	Percent Share of Market	Regis., 2 mos., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Toyota	37,874	23.12	47,334	23.66	− 0.54	73,667	22.83	88,761	23.71	− 0.88
Nissan	29,554	18.04	34,591	17.29	+ 0.75	58,860	18.24	65,983	17.63	+ 0.61
Honda	29,353	17.92	32,961	16.47	+ 1.45	58,624	18.17	61,741	16.49	+ 1.68
Subaru	11,451	6.99	10,906	5.45	+ 1.54	21,727	6.73	20,318	5.43	+ 1.30
Mazda	11,049	6.74	15,417	7.71	− 0.97	20,660	6.40	29,743	7.95	− 1.55
VW	10,659	6.51	18,642	9.32	− 2.81	22,947	7.11	35,410	9.46	− 2.35
Volvo	5,408	3.30	.....	.....	.....	10,126	3.14	.....	.....	.....
Mercedes	4,979	3.04	4,229	2.11	+ 0.93	9,958	3.09	8,358	2.23	+ 0.86
BMW	3,499	2.14	.....	.....	.....	6,878	2.13	.....	.....	.....
Audi	3,425	2.09	.....	.....	.....	6,982	2.16	.....	.....	.....
Fiesta	.....	.....	5,533	2.76	.....	.....	.....	9,625	2.57	.....
Colt	.....	.....	5,019	2.51	.....	.....	.....	7,668	2.05	.....
Champ	.....	.....	4,936	2.47	.....	.....	.....	7,667	2.05	.....
Others	16,553	10.11	20,507	10.25	− 0.14	32,269	10.00	39,043	10.43	− 0.43
TOTAL	163,804		200,075			322,698		374,317		
Share of U. S. Total		30.01		29.64			30.59		28.54	+ 2.05

Registrations not available for Oklahoma.

Despite 18 pct. dip in February registrations

Import market share sets record

By Jenny L. King
Staff Writer

Registrations of new imported cars in February set a record for market penetration, topping the former peak for the month established in 1981, according to figures compiled by R. L. Polk & Co.

Import penetration of the U.S. market was 30.01 percent, up from 29.64 percent a year earlier, but down from the any-month high of 31.21 percent set in January of 1982.

New import registrations this February totaled 163,804, down 18.13 percent from 200,075 the preceding year. February registrations were up 3.09 percent over January's 158,894.

For the first two months of 1982, total import registrations were 322,698, down 13.79 percent from 374,317 a year earlier.

Imports accounted for 30.59 percent of total U. S. new-car registrations in the first two months, compared with 28.54 percent in 1981.

In February, first-place Toyota captured 23.12 percent of the import total, down 0.54 percentage points from 23.66 percent in 1981. Nissan was up to 18.04 percent from 17.29 percent. Honda climbed 1.45 percentage points, to 17.92 percent from 16.47 percent.

This year, Subaru rushed past Mazda into fourth place among the imports. Its 6.99-percent share was up 1.54 percentage points from 5.45 percent a year ago. Mazda earned 6.74 percent, down from 7.71 percent and Volkswagen dropped 2.81 percentage points, to 6.51 percent from 9.32 percent.

European imports Volvo, BMW and Audi appeared among the top 10 this February, replacing Fiesta, Colt and Champ.

Mercedes-Benz climbed to seventh place from ninth place and was up to 3.04 percent from 2.11 percent of the import total last year.

• The top 10 imports accounted for 89.89 percent of February import registrations, compared with 89.75 percent a year earlier. For the first two months, the top 10 grabbed an even 90 percent, up slightly from 89.57 percent in 1981.

Japan-built passenger cars accounted for 78.28 percent of the import segment in February, up from 76.97 percent a year earlier. Germany was the second-place country of origin, with 14.30 percent of the imports, down from 17.20 percent.

Swedish cars represented 4.05 percent, up from 2.46 percent; French products were 2.02 percent, up from 1.61 percent; Italy was next at 0.81 percent, down from 1.26 percent; England, 0.35 percent compared with 0.50 percent, and Ireland, 0.19 percent with no year-ago import comparison.

For the first two months, Japanese products accounted for 77.80 percent of import registrations, German products had 15.07 percent, Swedish had 3.88 percent, French had 1.99 percent, Italian had 0.69 percent, British had 0.35 percent and Irish had 0.22 percent.

Imported car totals by country of origin in February, 1982, compared with the previous year were:

	Feb., 1982	Feb., 1981
Japan	128,227	154,006
West Germany	23,424	34,414
Sweden	6,628	4,918
France	3,315	3,232
Italy	1,331	2,514
Britain	564	991
Ireland	315	.....

Registrations by country of origin for the first two months of 1982 compared with a year earlier were:

	2 mos., 1982	2 mos., 1981
Japan	251,045	286,327
West Germany	48,617	65,386
Sweden	12,536	9,602
France	6,432	6,567
Italy	2,226	4,401
Britain	1,135	2,034
Ireland	707	.....

Registrations of imported trucks were down in February compared with the total for the month a year earlier. Truck imports numbered 32,497, down 10.36 percent from 36,252.

Truck figures for the February, 1982, compared with 1981, were:

	Feb., 1982	Feb., 1981
Toyota	9,823	8,879
Nissan	6,778	7,377
Ford Courier	3,877	5,682
Chevrolet LUV	2,508	5,284
Others	9,511	9,030

Truck imports for the first two months of 1982 were down 4.26 percent, to 64,949 from 67,839. Totals were as follows:

	2 mos., 1982	2 mos., 1981
Toyota	19,504	16,874
Nissan	14,390	13,872
Ford Courier	7,528	10,295
Dodge Ram 50	5,256	.....
Chevrolet LUV	.....	10,418
Others	18,271	16,380

Independents elect officers in Colorado

DENVER.—Dan Terry, Lakewood, has been elected president of the Colorado Independent Automobile Dealers Assn.

Other new officers are Bob Halloran, Longmont, vice president; Paul Garrison, Westminster, secretary, and Wayne Hornbaker, Denver, treasurer.

Rolls-Royce rewards its best

Foreign Motors West, Rolls-Royce and Bentley dealership for the Boston area, recently was presented with two achievement awards. Thomas Mix, left, received the Order of the Silver Lady for his outstanding sales performance in 1981. The Parts Award of Achievement went to Joseph Warren, right center, dealer parts manager. Making the presentations are Roy Owen, right, regional manager, Rolls-Royce Motors, Inc., and Michael J. Hazelwood, zone manager.

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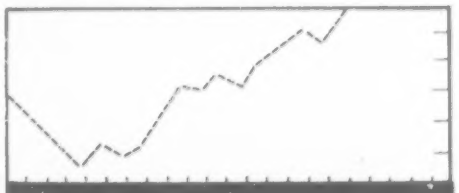

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Former dealer launches crusade

Taking on Japanese single-handed

ST. LOUIS. — An auto executive who lost three dealerships in nearly 20 years has launched a one-man crusade to halt the flood of Japanese products into the U. S.

John Schmackler, now a stockbroker with Smith, Moore & Co., told AUTOMOTIVE NEWS that "we continue to lose ground because American manufacturers and car dealers aren't as aggressive as the Japanese."

And here's a good example of "aggressive," Schmackler said. "The day after my story appeared in the Globe-Democrat, the bureau chief of the Mainichi Newspapers of Tokyo flew in from Washington and spent two hours interviewing me."

Schmackler believes that the American people are not fully aware of the soaring imports and should "put pressure" on Congress. He did get some help from Rep. Melvin Price, who obtained figures from the Commerce Department.

The statistics show that in 1970, Americans purchased 312,777 autos made in Japan while Tokyo bought 6,280 — a ratio of nearly 50 to 1. In 1980, Japan exported 1,905,968 cars and imported only 9,305 — a ratio of nearly 205 to 1.

"Those numbers are mind-boggling," he said. "I don't think the American people have any idea of the imbalance. We knew we were being hurt by the imports but had no idea the numbers were so dramatic."

He had been a partner in Vicart Motors, a Dodge dealership in South St. Louis from 1956-'61; in Bitzer-Schmackler Motors, a Dodge-Chrysler deal in nearby Collinsville, Ill., from 1961 to 1968 and in Granite City Dodge, from 1968 to 1977.

At his last location, Schmackler's dealership was only 100 yards away from the main gate of Granite City Steel, which had lost much volume to imports.

• Schmackler said that the imports also had adversely affected the glass and rubber industries and suppliers and parts makers.

The comparative figures, he asserted, were even worse in trucks. In 1970, the U. S. exported 83 trucks to Japan while importing 65,519. In 1977, American truck exports to Japan were 269. In 1980, Americans purchased 480,547 Japanese trucks and sold 89.

These comparisons have infuriated Schmackler and he charged that American industry, with that few being sold in Japan, "was being absolutely shut out at the marketplace."

Although Congressman Price's office obtained the figures from the Commerce Department, the lawmaker's spokesman explained that the problem was economic rather than political since the American cars aren't made for Japanese roads while the imports are designed for the lucrative Yankee market.

The spokesman said that $7,000 added to American cars' prices in Japan wasn't an "import duty but the cost of disassembling and reassembling the car correctly to meet the more stringent pollution and safety standards they have."

Price, a long-term Congressman and a leader in House defense activities, co-sponsored a proposal to require an increase in the percentage of American-made parts in imported vehicles as the total rises.

"Nothing will get done unless the grass-roots impresses on Congress the need for remedial action," Schmackler told AUTOMOTIVE NEWS.

U. S.-Japan Automotive Trade

	Cars		Trucks	
Year	Imported From Japan	Exported To Japan	Imported From Japan	Exported To Japan
1970	312,777	6,280	65,519	83
1971	578,977	5,949	82,473	79
1972	628,898	6,111	142,171	94
1973	742,621	12,166	232,051	71
1974	592,113	9,542	175,396	83
1975	807,931	16,723	228,097	82
1976	941,665	14,922	236,211	99
1977	1,387,856	15,307	321,364	269
1978	1,357,337	12,408	333,657	244
1979	1,769,633	17,408	465,701	128
1980	1,905,968	9,305	480,547	89
1981	1,858,622	3,292*	443,504	170*

* First 10 months — U. S. Department of Commerce

'Unbelieveable' Lynx sale pays off for N. Y. dealer

KINGSTON, N. Y. — While the auto market in general is dismal, a dealer here is doing a booming business and he attributes it to his own campaign that brings customers into his showroom.

Tom Murphy Jr., president of Colonial Lincoln-Mercury started his "Unbelieveable Sale" on Mercury Lynx models in mid-January. In February he sold 79, and in March he added another 109 Lynx sales. In addition, he took 67 orders.

The key, he said, was price. A small down-payment and low monthly payments attracted the customers. And, he noted, most wanted basic transportation with 80 percent of the cars sold having manual transmissions.

He added a few of his own touches including a special stripe which the customer selected at no charge and dinner for two at one of six area restaurants.

Murphy said that while all will agree that the economy is not what everyone would want, getting business is still up to the individual dealer and if he puts in the effort he "can make his own business."

In Kingston, he added, there are dealerships for all the major competition for his lines. Yet, most of the Lynx models sold were to customers from his community and some from the fringe areas.

He now has 80 cars on order and is waiting for shipment.

Murphy is continuing the basic sales program with a slight modification and calls it the "Unbelieveable Package" though the same features of the promotion are still in effect.

Murphy also believes in advertising and said that he usually advertises in the newspaper four times a week.

This is combined with radio, though he does this in spurts because he finds it a more effective approach. For three to four days, he will run 30 to 40 radio spots then stop for two weeks.

Murphy sees the consumer swing towards basic transportation continuing, and he believes the public is drawn to it because of price. His own experience is that cars in the $9,000 to $11,000 range are soft while those models above and the basic transportation types are selling well.

Riggio opens its doors

Anthony J. Riggio, center, signs a franchise agreement for his new dealership, Tony Riggio Chevrolet-Olds, Inc., Pacific, Mo., with J. L. Branch, left, St. Louis Chevrolet zone manager, and J. J. Chrz, assistant zone manager, witnessing. The dealership was formerly Bill Wiest Chevrolet-Oldsmobile, Inc.

Hastings tool catalog

HASTINGS, Mich. — Hastings Mfg. Co. has released its 1982 catalog on machine shop, engine service, tuneup and special-use tools, including new items for 1982.

Cars down 28 pct., trucks dip 37 pct.

Canadian deliveries slide for fourth month

Sales of North American cars and trucks in Canada in April were down for the fourth consecutive month this year, with car sales off 28.66 percent, trucks down 37.70 percent and combined sales 31.16 percent away from April, 1981, levels.

New-car sales for the month totaled 52,447 compared with 73,521 a year ago. Sales were, however, highest for any month to date this year and the 28.66-percent decline from 1981 was the smallest drop on a year-to-year basis.

Truck sales by the North American-based companies—including their captive imports—totaled 17,502, down 37.70 percent from 28,093 in 1981.

Combined car and truck sales numbered 69,949 in April, down 31.16 percent from 101,614 a year earlier.

During April, General Motors reported a new-car sales drop of 39.42 percent, slumping to 27,429 from 45,280 last year. Ford sales slipped 18.97 percent, to 12,715 from 15,696. Chrysler dealers retailed 8,814 units, down 7.10 percent from 9,488.

Volvo sales were up 16.35 percent, to 861 from 740, and American Motors sales totaled 2,624, up 13.25 percent from 2,317. AMC sales include Renault models for both years; information on North American-only units is not available.

GM earned 52.30 percent of the passenger-car market in April, down from 61.59 percent a year earlier. Ford's share was up to 24.25 percent from 21.35 percent; Chrysler climbed to 16.81 percent from 12.90 percent; AMC was up to 5.00 percent from 3.15 percent, and Volvo expanded to 1.64 percent from 1.01 percent.

Year-to-date car sales totaled 158,227 through the end of April, down 33.49 percent from 237,911 last year.

Truck sales of 17,502 were the highest for any month so far this year, but their 37.70-percent decline was the second biggest drop. In January truck sales plunged 40.51 percent.

GM sales were down 39.71 percent, to 9,130 from 15,143 in 1981. Ford was off 37.81 percent, to 5,794 from 9,316. Chrysler retailed 2,426 new trucks in April, down 24.21 percent from 3,201, and AMC Jeep sales of 152 were down 64.90 percent from 433.

GM's share of the truck market was 52.17 percent, down from 53.90 percent last year. Ford cornered 33.10 percent, down slightly from 33.16 percent. Chrysler moved up to 13.86 percent from 11.40 percent, and AMC won just 0.87 percent, down from 1.54 percent.

Year-to-date truck sales of 58,448 were down 35.34 percent from 90,394 in 1981.

Model breakdown
Auction Averages

	May To Date	April	March
1982	$9,046	$8,891	$9,019
1981	7,009	6,979	6,839
1980	5,482	5,472	5,439
1979	4,851	4,638	4,759
1978	3,849	3,764	3,849
1977	3,000	2,917	2,953
1976	2,137	2,180	2,281
1975	1,476	1,491	1,695
Overall Average	$4,791	$4,710	$4,781

Used car sales
Auction Averages

May to date	$4,791
Month ago	$4,711
Year ago	$4,299

factories list auction dates

Ford Motor Co.

May 25 — Harrisonburg Auto Auction, Harrisonburg, Va.; South Seattle Auto Auction, Kent, Wash.

May 26— Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Northway Exchange, Clifton Park, N. Y.

Cleveland Chevrolet dealer didn't heed Greeley's advice

CLEVELAND. — Jim Brown came East from San Diego to give a new twist to Horace Greeley's "Go West, young man."

Brown heads Classic Chevrolet which, for February, posted figures of $78,000 in body shop income (47 stalls), $175,000 in parts sales and $135,000 for the mechanical department.

Those figures are part of the reason why the 2½-year-old dealership with 90 employes recently received Chevrolet's "Quality Award." It was presented by Tom Shaver, the division's Cleveland zone manager.

Despite today's difficult market, Brown expects sales to increase, and he has begun a two-phase expansion program.

The first step is the addition of a 10-stall service unit at a cost of $180,000. The second move will be to increase truck sales potential with an enlarged sales area.

Brown does not believe in miracles or an "it will happen" philosophy to realize growth. Instead, he cites team operation, hard work, follow-up service as the keystones of his growth pattern.

Brown is a graduate of nearby Kent State University, thus he knew this area's potential. When a dealership location became available, he left San Diego "and its climate" to come to the Cleveland area.

"My first consideration was location," he said. "I wanted to be near a freeway with excellent visibility. A dealership needs to be seen. High traffic count is vital."

He added that personnel, hard work and service will make the difference.

Hertz promotes Werbe

NEW YORK. — Thomas C. Werbe has been appointed staff vice president, market research and planning, for Hertz Corp. He formerly was director of market research and planning.

Award from Chevrolet

Jim Brown, president of Classic Chevrolet, Cleveland, receives an award from Tom Shaver, Chevrolet's Cleveland zone manager.

used-car auction directory

Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00; 26-times, $11.50; 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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Total is 135,405; six plants work Saturday

Overtime boosts week's car output

By Patricia Hoffman
Staff Writer

Saturday overtime schedules at six U. S. assembly points helped boost last week's auto production above the previous week's total, but output remained below that of the comparable 1981 period. Last week's production was the highest of 1982 for the second week in a row.

The auto makers targeted production last week at 135,405 units, up 6.0 percent from 127,746 the previous week, but down 16.67 percent from 162,485 in last year's comparable week.

So far this year, the car manufacturers have finished 1,962,379 units, down 28.11 percent from 2,729,857 in last year's year-to-date.

Breakdown for the week by company was: General Motors', 58.72 percent; Ford Motor, 25.94 percent; Chrysler Corp., 11.89 percent; Volkswagen of America, 2.34 percent; American Motors', 1.03 percent and Checker Motors, 0.08 percent.

GM's Janesville facility remained idle last week for model changeover.

Six days of production were scheduled last week at three GM and three Ford facilities. There were: GM's Doraville, Tarrytown and Van Nuys points, and Ford's Kansas City, San Jose and Wayne plants.

AMC has scheduled vacation downtime at it's Kenosha plant beginning May 31. The facility will be idled two weeks with production of the new Alliance slated to begin when the plant returns June 14.

All other car facilities were reported working last week.

Truck production exceeds 52,000; overtime helps

The domestic truck makers last week upped production 6.0 percent over the previous week's total as only one line at General Motors' Pontiac truck facility remained idle and overtime was scheduled at six assembly plants.

Last week, the makers targeted output at 52,526 units, up from 49,552 the previous week and a 40.20 percent gain over 37,464 units in the comparable 1981 week.

So far this year, the truck manufacturers have finished 782,626 units, up 9.41 percent from 715,345 in last year's year-to-date. Last week's total was the highest of 1982.

GM's Pontiac (coach) line remained idle last week, for inventory control. Assembly of coaches, originally scheduled to resume this month, will remain down until sometime in June.

Daily overtime continued last week at GM's St. Louis facility.

Also operating on overtime schedules was Chrysler Corp.'s Warren point. The plant worked a daily nine-hour shift.

Three GM facilities and one Ford plant operated six days last week. GM's Janesville, Moraine and the S-truck line at Pontiac worked Saturday, as did the van line at Ford's Lorain point.

Operations resumed last week at Chrysler's Belvidere plant. The facility was idled May 3 for inventory control.

American Motors' Toledo truck plant has slated two weeks of vacation time next month. The facility will be idle the weeks of June 7 and June 14.

EPA issues new standard for battery-plant emissions

WASHINGTON. — The EPA has issued a final rule limiting atmospheric emissions from new, modified and reconstructed lead-acid battery plants, effective immediately.

Those facilities are required to control lead emissions within specified limits for lead oxide production, grid casting, paste mixing, three-process operation, lead reclamation and other lead-emitting operations.

The reductions can be achieved through the use of the best demonstrated system of continuous emission reduction, EPA said.

A new reference method for determining compliance with lead standards also was issued.

EPA estimated that the average incremental costs associated with the new standard will be about 30 cents per battery, or about 1.6 percent of the wholesale price of a battery.

EPA said the total capital costs of installing the necessary emissions control equipment will be about $8.2 million for the first five years, with the total annual cost of operating the equipment about $3.9 million in the fifth year.

New and modified lead-acid battery facilities would emit about 104 tons of lead in the atmosphere in the fifth year, EPA said, if their emissions were controlled only according to the current state requirements.

The new standard, the agency added, will reduce potential lead emissions to about 3.4 tons in the fifth year.

Exempted from the standard are battery manufacturers whose daily capacity for producing batteries represents a lead content of under 6.5 tons.

As originally written, the standard exempted manufacturers with the capacity to produce fewer than 500 batteries a day. Several persons commenting on the standard, however, made the point that the size of batteries produced is a more accurate indication of potential lead emissions than the number of batteries produced.

Industrial lead-acid batteries, for instance, account for 7 percent of U. S. lead-acid battery production and can be as much as 50 times larger than automotive batteries.

In the preamble to the standard, EPA said it did not plan to propose standards for sulfuric-acid mist emissions from lead-acid battery manufacture, although this decision may be reconsidered when the standard is reviewed four years from now.

Hurst promotes Grob

WARMINSTER, Pa. — Hurst Performance, Inc. has appointed David W. Grob vice president, sales and marketing. He formerly was Automotive Division marketing manager.

Holiday downtime at GM reduces Canadian output

Holiday downtime last Friday at General Motors' car and truck facilities pulled Canadian production below the previous week's total, but output remained above that of the comparable 1981 period.

Auto production last week was targeted at 19,999 units, down 5.30 percent from 21,118 the previous week, but 20.39 percent ahead of the 16,612 built in the comparable week last year.

So far this year, the makers have finished 354,325 cars, up 2.90 percent from 344,323 in the comparable 1981 period.

Last week's truck output was slated at 11,136 units, down 10.95 percent from 12,505 the previous week, but up 5.64 percent from 10,541 in last year's week.

Year-to-date, the truck manufacturers have assembled 209,851 units, down 7.21 percent from 226,145 in last year's comparable period.

Downtime was scheduled last Friday at all GM car and truck points as part of the Victoria Day holiday which will be observed today (May 24) by all Canadian assembly plants.

Daily overtime continued last week at Ford Motor's St. Thomas plant. The plant has been operating on two nine-hour shifts Monday through Thursday with regular assembly resuming on Friday. The overtime schedule has been in effect since April 12.

Chrysler Corp.'s Windsor van facility will work next Saturday (May 29).

U. S. CAR PRODUCTION

	Week Ended May 22, 1982	Week Ended May 23, 1981	Week Ended May 15, 1982	May to Date	Jan. 1 to May 23, 1981	Jan. 1 to May 22, 1982
AMERICAN MOTORS	1,400*	3,000*	1,400*	4,200*	43,854*	23,150*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	16,100	17,504	10,705	37,719	335,661	237,036
Plymouth Total	6,700	10,077	3,520	14,569	171,001	98,860
Horizon	2,900	3,922	.....	2,900	64,772	29,411
Reliant	3,800	6,155	3,520	11,669	96,642	69,449
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	2,800	.....	2,754	8,348	22,098	45,488
LeBaron	2,800	.....	2,754	8,348	17,236	45,488
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	6,600	7,427	4,431	14,902	142,562	92,688
Omni	1,900	2,698	.....	1,900	49,326	26,516
Aries	3,500	4,729	3,544	10,041	76,919	53,183
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	1,200	.....	887	2,861	.....	12,989
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	35,121	36,134	32,695	99,492	579,781	435,002
Ford Division	23,596	23,910	21,795	67,150	398,956	276,050
Escort	10,004	6,668	9,107	28,766	152,227	119,967
Fairmont	4,740	5,105	4,747	12,995	84,523	46,445
Must./Must. II	3,734	5,028	4,046	11,840	63,780	50,114
Granada	3,412	2,776	3,586	9,979	32,446	42,456
Thunderbird	1,345	2,177	.....	2,650	30,245	13,990
Ford	.....	2,156	.....	.....	35,735	.....
EXP	361	.....	309	920	.....	3,078
L-M Division	11,525	12,224	10,900	32,342	180,825	158,952
Mercury Total	9,439	10,174	8,474	25,416	153,583	119,113
Lynx	2,834	2,447	2,459	7,872	52,426	35,688
Capri	1,136	1,830	807	2,763	21,291	12,456
Zephyr	1,600	1,914	1,641	4,097	24,018	14,636
Cougar	1,738	1,578	1,682	4,463	16,679	21,033
XR-7	268	1,088	.....	596	12,898	4,233
Mercury	1,840	1,317	1,843	5,527	26,271	30,375
LN7	23	.....	32	98	.....	692
Lincoln Total	2,086	2,050	2,426	6,926	27,242	39,839
Continental ('82)	420	.....	485	1,387	.....	8,500
Lincoln	1,090	1,025	1,224	3,521	13,171	17,425
Mark VI	576	1,025	717	2,018	14,071	13,914
GENERAL MOTORS	79,514	101,715	79,703	234,372	1,690,669	1,225,508
Buick Division	18,949	19,084	17,973	54,714	389,197	288,706
Skylark	3,137	5,175	3,115	9,439	106,304	52,103
Skyhawk J	3,225	.....	3,639	10,564	.....	36,711
Century	3,159	2,308	2,406	7,922	74,385	48,619
Regal	4,780	7,037	4,558	13,746	114,686	74,070
Buick	3,573	3,201	3,226	9,915	69,044	63,165
Riviera	1,075	1,363	1,029	3,128	24,778	14,038
Cadillac Division	5,265	4,228	5,387	15,989	112,071	97,183
Cimarron	.....	177	.....	.....	761	1,401
Seville	585	465	592	1,755	12,048	10,118
Eldorado	1,080	1,476	1,163	3,415	27,453	25,204
Cadillac	3,600	2,110	3,632	10,819	71,809	60,460
Chevrolet Division	26,665	41,079	28,323	80,760	598,818	379,496
Chevette	6,225	8,233	6,245	18,707	131,296	83,044
Cavalier	1,515	2,598	1,506	4,397	11,341	35,293
Celebrity	1,755	.....	2,673	7,237	.....	26,680
Camaro	5,245	4,124	5,999	16,130	55,646	87,542
Citation	5,830	8,591	5,750	15,847	147,525	64,017
Malibu	3,300	7,936	3,384	10,050	112,385	40,260
Monte Carlo	1,745	4,386	1,670	5,183	58,565	22,644
Chevrolet	450	4,811	497	1,403	69,691	8,259
Corvette	600	400	599	1,806	12,369	11,757
Oldsmobile Division	14,605	22,935	14,237	42,877	396,593	297,975
Omega	1,736	3,381	1,753	5,281	63,406	33,481
Firenza	1,010	.....	1,037	3,102	.....	27,690
Cutlass	2,400	12,273	2,477	7,278	196,685	71,557
Cutlass/Ciera	3,374	.....	2,696	8,637	.....	47,494
Oldsmobile	5,225	6,112	5,424	16,014	115,559	104,065
Toronado	860	1,169	850	2,565	20,943	13,688
Pontiac Division	14,030	14,389	13,783	40,032	193,990	162,148
Acadian†	350	748	352	1,064	9,405	5,198
J2000	1,210	2,004	1,180	3,530	10,458	11,433
T1000	1,565	2,334	1,600	4,679	25,287	9,400
Firebird	3,493	2,410	3,853	10,760	25,106	49,904
Phoenix	1,812	2,411	1,737	4,910	49,272	15,578
Grand Prix	1,815	2,415	1,829	5,345	42,513	30,428
Bonneville ('82)	1,815	.....	1,796	5,358	.....	30,389
A6000	1,970	.....	1,436	4,386	.....	9,818
LeMans	.....	1,745	.....	.....	25,731	.....
Pontiac	.....	322	.....	.....	6,218	.....
VOLKSWAGEN	3,170	4,032	3,143	9,282	78,959	40,220
CHECKER	100*	100*	100*	300*	933*	1,463*
Total Cars, U. S.	135,405	162,485	127,746	385,365	2,729,857	1,962,379

TRUCK PRODUCTION IN U. S.†

	Week Ended May 22, 1982	Week Ended May 23, 1981	Week Ended May 15, 1982	May to Date	Jan. 1 to May 23, 1981	Jan. 1 to May 22, 1982
CHEVROLET	16,960	9,990	16,118	49,840	232,308	265,363
DODGE	3,200	2,485	2,402	8,437	32,590	51,422
FORD	21,113	15,848	20,704	56,201	258,915	280,757
GMC	6,558	3,441	5,646	18,164	78,186	98,649
INTERNATIONAL	1,195	1,709	1,183	3,118	29,139	20,469
VOLKSWAGEN	450	1,001	449	1,320	19,306	7,096
JEEP	2,000*	1,500*	2,000*	6,000*	34,986*	33,990*
AM GENERAL	50*	90*	50*	150*	1,715*	880*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,000*	24,200*	24,000*
Total Trucks, U. S.	52,526	37,464	49,552	146,230	715,345	782,626

CANADIAN TRUCK PRODUCTION

	Week Ended May 22, 1982	Week Ended May 23, 1981	Week Ended May 15, 1982	May to Date	Jan. 1 to May 23, 1981	Jan. 1 to May 22, 1982
CHRYSLER CORP.	2,160	2,042	2,452	7,113	29,304	40,421
FORD MOTOR	4,074	2,963	3,718	11,533	69,335	54,359
GENERAL MOTORS	4,634	5,335	6,068	17,149	122,536	110,119
INTERNATIONAL	268	201	267	807	4,970	4,952
Total Trucks, Canada	11,136	10,541	12,505	36,602	226,145	209,851
N. American Trucks	63,662	48,005	62,057	182,832	941,490	992,477

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended May 22, 1982	Week Ended May 23, 1981	Week Ended May 15, 1982	May to Date	Jan. 1 to May 23, 1981	Jan. 1 to May 22, 1982
AMERICAN MOTORS	600	587	610	1,820	12,794	10,820
CHRYSLER CORP.	3,440	.....	3,504	10,429	12,410	66,711
FORD MOTOR	8,974	5,434	9,031	27,046	85,965	122,989
GENERAL MOTORS	6,760	10,411	7,748	22,263	228,846	149,473
VOLVO	225	180	225	675	4,308	4,332
Total Cars, Canada	19,999	16,612	21,118	62,233	344,323	354,325
N. American Cars	155,404	179,097	148,864	447,598	3,074,180	2,316,704
N. American Trucks	63,662	48,005	62,057	182,832	941,490	992,477
North American Cars and Trucks	219,066	227,102	210,921	630,430	4,015,670	3,309,181

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Plant closed; DeLorean says funds coming

By Edward Lapham and Richard Feast

The wolves were at John DeLorean's door last week as the entrepreneur struggled to keep his sports-car enterprise alive following announcement that the West Belfast assembly plant would be closed today (May 31).

The announcement was made by the two receivers who have controlled the plant since the car building unit, DeLorean Motor Cars, Ltd., went into voluntary receivership Feb. 19.

In the U. S., John DeLorean told AUTOMOTIVE NEWS late last week he still had hopes of salvaging the enterprise with additional financing totaling more than $40 million.

DeLorean once again said he will announce the terms of the current financial restructuring this week. He declined to identify any of the parties involved.

However, he did tell AUTOMOTIVE NEWS the restructuring involves a $12 million cash investment in the company "for a substantial share of the stock, maybe more than 50 percent," plus commitments for $25 million in export financing.

In addition, DeLorean said a British company will likely make a strictly financial deal with the U.K. subsidiary which will bring the Belfast unit "between $5 and $8 million."

While many sources in the U.K. viewed the plant closing as a very ominous sign, John DeLorean remained hopeful. "It's really like an inventory adjustment closing for U. S. plants," he said. There are currently about 1,000 DeLorean cars in inventory in the U.K. waiting for shipment and more than 3,000 in the U. S. in company and dealer inventories.

An official at the plant in Belfast told AUTOMOTIVE NEWS that a three-month shutdown might work wonders for the inventory situation. "With just a little bit of good news, I think we could really start selling some cars," he said.

• In addition to the arrangements John DeLorean is trying to make in the U. S., Sir Kenneth Cork, one of the receivers, held out some hope for a rescue by a U.K. consortium. He declined to name the parties involved but said, "It is from people I know and understand."

However, he added that he was "not too optimistic."

The decision to suspend production at the plant came three months after appointment of the receivers. Said one insider, "I

Continued on Page 8, Col. 1

Topless Toronado

Olds dealers get own ragtop

Not content to see Buick dealers walking away with all the GM convertible sales, Oldsmobile dealers in the Chicago and New York areas contracted with Cincinnati's Hess & Eisenhardt Co. to put a ragtop on the sister car to the Buick Riviera. A company spokesman said about 40 of the new convertible Toronados have already been shipped. They retail in the range of $27,000.

UAW tries to organize GM white-collar staff

By Marjorie Sorge and Edward Lapham

The UAW is moving to organize white-collar workers at eight General Motors plants.

Campaigns to organize salaried workers are gaining speed at Lordstown, Flint, Saginaw, Pontiac, Lansing, Grand Rapids, Warren (Mich.) and St. Louis. So, far the drive in Lordstown is leading the way. There are about 100,000 salaried workers at GM eligible for union representation.

The UAW has been trying to make inroads into the salaried workforce for years without much success. But the recession and the resulting massive layoffs may have changed that.

UAW Vice President Owen Bieber, director of the union's GM department, told AUTOMOTIVE NEWS two years ago that the union's shrinking membership, brought about by the heavy layoffs, would cause the union to step up its organizing efforts among the salaried workers. That effort has been on the back burner when compared with blue-collar organizing drives.

On May 19, the UAW asked the National Labor Relations Board to schedule an election in Lordstown to see if the workers want to be organized. More than half of the clerical workers there have signed cards indicating their desire to be represented by the UAW.

According to a UAW spokesman, the drive in Flint is gaining momentum. He said a local salaried employe, William Hopper, is the major force behind the drive.

Hopper held a meeting in Flint May 17 which was attended by more than 200 persons. According to the UAW spokesman, they represented workers in at least three plants and included some supervisory personnel. Supervisory workers cannot be organized under the National Labor Relations Act.

But, according to Norm Bissell, UAW organizer, those workers are trying to form an association and the union is giving them some advice.

Hopper has scheduled a mass rally for all GM salaried workers nationwide at the IMA Sports Arena in Flint on June 26. Bissell said the UAW expects between 5,000 and 6,000 persons to participate.

Meetings were held in Pontiac last Tuesday (May 25) and in Saginaw May 27. A meeting is scheduled for June 6 in Lansing. Others will be forthcoming in Grand Rapids, Warren and St. Louis

"The UAW definitely is will-

Continued on Page 54, Col. 3

Detroit Grand Prix —big-time racing attracts big money

By Joseph Bohn and Kathleen Hamilton

Domestic-car companies' advertising dollars are bringing the Grand Prix to Detroit this weekend, even though foreigners will be getting the glory on the track.

Unlike the other two Grand Prix races held in the U. S.—the Toyota Long Beach and Datsun Las Vegas races—no car maker has stepped forward with the nearly half-million dollars a year and a long-term commitment that it would take to get its name tied to the event.

So, it remains the Detroit Renaissance Grand Prix, named for the nonprofit, corporate-funded booster group here. And 32 European-built cars will vie for 26 starting posts. It looks as though only one will be driven by an American, Eddie Cheever, and he lives in Europe.

Even two of the three support races will shine the light on Europe. There will be an invitational Renault Koni Cup, in which 35 qualifying Le Cars will race for 25 miles and $12,500.

Another 35 starters will compete for a $20,000 purse in the Robert Bosch-VW Super Vee Championship race. Super Vees look like small Formula 1 cars and are powered by modified 1.6-liter Volkswagen engines — built in Germany, Mexico or Brazil.

The third supporting event is a vintage-car race, in which 30 open-wheel racers that predate 1960 will compete for fun. There is no purse.

• Domestic car makers are playing a major role behind the scenes of this first Detroit Grand Prix. They've also picked up well over half a million dollars of TV commercials for the event. It will air on ABC Sunday (June 6) beginning at 2 p.m.

Detroit Renaissance officials believe that next year, when leadtime is longer and perhaps sales are better, Detroit's car makers will play an even bigger role.

Domestic makers declined to supply identical cars for a celebrity warm-up race similar to the one run at Long Beach with Toyota Celicas.

Domestic makers also turned down opportunities to supply an official track car — the Grand Prix equivalent of a pace car—that dealers could sell in slightly different form.

Detroit makers decided there

Continued on Page 50, Col. 1

breaking news

Stripped-down Alfa introduced

ENGLEWOOD CLIFFS, N. J. — Alfa Romeo will bring 350-400 Spiders here this year — pared-down versions of its convertible Spider Veloce. They feature vinyl instead of leather, manual windows and mirrors and have a P.O.E. price of $13,495—about $1,500 less than the Veloce.

IH puts insurance unit on market

CHICAGO. — International Harvester Co., plagued by heavy debts, has announced it wants to sell its insurance

See BREAKING NEWS, Page 8, Col. 1

All-new model to embody latest technology

'83 Corvette to be GM showpiece

By Jim Plegue
Staff Writer

Chevrolet's redesigned Corvette, the first all-new version of the sports car in more than 15 years, is a technological showpiece for the division that may debut as early as January at a special West Coast preview.

Although national introduction is tentatively planned for spring (probably March), Chevrolet is said to be preparing an earlier preview in Southern California, presumably to stir initial interest among car-happy Californians, a source speculated.

As those introduction dates draw nearer, more technical and performance information about the long-awaited Corvette is leaking out of Chevrolet.

One new nugget of information: An insider said Chevrolet engineers have recorded a phenomenal 0.95 Gs during skid-pad testing (a measure of cornering performance) with a 1983 Corvette prototype shod with 255VR16 "unidirectional" tires.

• Performance versions of the new-for-'82 F-body (Camaro Z-28 and Firebird Trans Am) models which are considered good cornering cars, have logged skid-pad results of 0.83. Although the 0.95 recorded in the prototype Corvette may not hold up in production versions, it does give some idea of the handling target that Chevrolet is aiming for with the new car.

The unidirectional tires, which have specific tread patterns for each side of the car, are made by Goodyear and will be optional on the 1983 Corvette. It will be the first production-car usage of those tires.

Goodyear Eagle GT tires will be standard on the '83 Corvette. Tires will be mounted on new cast aluminum-alloy wheels with a flat-polished center surrounded by a turbine-fan (like a pinwheel) design.

The new Corvette will be powered by the same 350-CID (5.7-liter) V-8 "crossfire" engine with throttle-body fuel-injection that is standard on the '82 model.

Two transmissions will be

Continued on Page 54, Col. 1

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